



---

Lievegem, 26th of August 2022 – 7:30 AM

*Consolidated financial results first half year 2022.*

**Food service relaunch and cost inflation pass-through lead to sales growth.**

**Investment in plant-based startup.**

- 9% increase in half-yearly turnover: from EUR 342 million to EUR 373 million;
- Stable turnover in the Processed Meats Division despite the full year effect of the termination of unprofitable contracts last year;
- Recovery of the turnover in Ready Meals, thanks to resumed sales in food service;
- Exceptional cost inflation is passed on responsibly and transparently - but with a delay;
- Debt remains stable at EUR 75 million;
- First investment in a plant-based startup, Davai BV;
- The intention to merge with Imperial - Stegeman in Belgium and the Netherlands is pending further investigation by the Belgian and Dutch competition authorities.

As with all players in the food industry, the first half of the year was characterized by sharp inflation in the costs of raw materials, packaging and energy, as well as other costs. These price increases were passed-on to customers in a responsible and transparent manner, but with a delay. This delayed recharging translates into a drop in results compared to the first half of 2021.

This resulted in the following key results:

- An increase in half yearly revenues from EUR 342 million to EUR 373 million
- A decrease in underlying EBITDA from EUR 27 million to EUR 18 million
- A decrease in EBIT from EUR 7 million to EUR 3 million
- A normalization of tax charges resulting in a stable net result of EUR 1.5 million
- Net debt remained stable at EUR 74.6 million (end of previous financial year: EUR 73.8 million)



### **Ready Meals**

Half-year sales within the segment increased by EUR 33 million (+26.2%) compared to 2021. This increase can be attributed to the resumption of sales in the foodservice channel in post-Covid times and a solid demand for convenience products. With its core products, Ter Beke continues to focus on affordable, tasty and nutritious products for every consumer.

Moreover, there is a continued focus on innovation. Various new introductions were realized, including vegan meals for both retail and foodservice customers.

Ter Beke's UK operation, KK Fine Foods, won no less than six awards at the British Frozen Food awards ceremony, including 'Foodservice Product of the Year', 'Best New Meat Free Product' and 'Best New Fish Product'.

### **Meat products respond to changing consumer needs**

The half-year turnover within the processed meats segment decreased by EUR 2.1 million (-1%) compared to 2021, mainly due to the discontinuation of non-profitable contracts last year, where Ter Beke is now seeing the 'full year effect'. There is a growing interest in healthier recipes (e.g. less salt), better traceability and an increased demand for sustainable products.

Ter Beke will continue to respond to this, also in the context of the ESG (Environmental - Social - Governance) objectives.

Furthermore, Ter Beke sees an increase in the importance of, for example, the Nutri-Score and similar alternatives. Here too, Ter Beke assumes its role and works actively with its customers to further optimize the quality of its products and to adapt them to changing consumer requirements.

### **Commitment to sustainable profitable growth & investment in Davai startup**

Ter Beke aims to achieve sustainable and profitable growth by supplying tasty and high-quality processed meats and ready meals in various European countries and by manufacturing in Belgium, the Netherlands, the UK, France and Poland.

Moreover, Ter Beke did not wait for the merger with Imperial - Stegeman to renew its strategy. Ter Beke is committed to innovation with the development of a range of vegetable products and makes sustainability part of its DNA. Taking a shareholding in the start-up company "Davai" illustrates this innovation and responds to changing consumer needs. Davai makes vegetable dumpling snacks that are currently sold in Belgium and the Netherlands. In addition to its foodservice sales, Davai also realized a first retail listing in the first half of 2022.

CEO Piet Sanders states at the end of the first half of the year: *While our turnover has grown by 9% in the last six months, or about EUR 30 million, Ter Beke continues to make every effort to monitor the impact of high cost inflation with a view to sustainable profitable growth. Responsibly passing on costs to our customers is part of this. In addition, we will continue to focus on the continuous improvement of operational efficiency, product recipes and more innovations. Our investment in Davai - which develops and sells tasty vegetable dumplings - is a good illustration of our company's renewed strategy. We are also working on a concrete plan to become more and more sustainable in everything we do. Hopefully, the planned merger with Imperial - Stegeman can take place, which will only enable us to achieve our ambitions even faster for our employees, customers and consumers."*

**PRESS RELEASE**  
Regulated Information



When the intention of merging with Imperial - Stegeman materializes, Ter Beke will be able to accelerate this existing ambition and will be able to offer an even more varied range of snacks and vegetarian products as well as more branded products and to expand its geographical reach.

**Consolidated key figures first semester 2022**

<b>Income statement in 000 EUR</b>			
	<b>30/06/22</b>	<b>30/06/21</b>	<b>Δ %</b>
Revenue (net turnover)	372 646	341 803	9,0%
Underlying EBITDA	17 781	27 114	-34,4%
EBITDA	16 882	21 700	-22,2%
Underlying operating results (UEBIT)	3 814	12 711	-70,0%
Result of operating activities (EBIT)	2 915	7 297	-60,1%
Net financing costs	-916	-2 277	-59,8%
Result of operating activities after net financing costs (EBT)	1 999	5 020	-60,2%
Taxes	-528	-3 495	-84,9%
Result after tax before share in the result of enterprises accounted for using the equity method	1 471	1 525	-3,5%
Earnings after taxes (EAT)	1 471	1 525	-3,5%
Profit in the financial year: share third parties	70	-83	
Profit in the financial year: share group	1 401	1 608	
<b>Financial position in 000 EUR</b>			
	<b>30/06/22</b>	<b>31/12/21</b>	
Balance sheet total	389 499	381 805	2,0%
Equity	115 094	121 445	-5,2%
Net financial debts	74 636	73 763	1,2%
Equity/Total assets (in %)	29,5%	31,8%	
Gearing Ratio	64,8%	60,7%	
<b>Key figures in EUR per share</b>			
	<b>30/06/22</b>	<b>30/06/21</b>	
Number of shares	1 794 217	1 767 281	
Average number of shares	1 794 217	1 767 281	
Net cash flow	8,60	9,01	-4,5%
Earnings after taxes	0,78	0,91	-14,2%
EBITDA	9,41	12,28	-23,4%

**PRESS RELEASE**  
Regulated Information



**Outlook**

Since the cost price of the commodities used in the group's production process is highly dependent on world prices and these in turn are highly dependent (among other things) on the EUR/USD ratio, the developments in the war in Ukraine and climatological conditions, it is impossible at present to make a good estimate of the results for the future.

The Ter Beke group handles the increase in the price of its products in a responsible manner and also pays careful attention to the cost of energy and raw materials in line with its processes and governance. The group continues to focus on transparently passing on the exceptional cost inflation that characterizes the market.

The possible merger with Imperial - Stegeman has not been and will not be taken into account before 2022. If approved, synergies will be worked out from the time of closing and taken into account over time.

**Half-year financial report**

The group half-yearly financial report can be found at: [www.terbeke.com](http://www.terbeke.com) in the Investor Relations module.

The half-yearly financial report shall include the condensed consolidated financial statements, prepared in accordance with IAS 34, the auditor's report without comment on its limited review and the other reports required by law.

**Financial calendar**

Annual Results 2022	by 24 February 2023 before market opening
Annual Report 2022	at the latest on 28 April 2023
General Shareholders' Meeting	25 May 2023

**Contacts**

Ann De Jaeger  
General Counsel & Corporate Affairs Director  
Tel. +32 9 370 13 17  
[Ann.dejaeger@terbeke.com](mailto:Ann.dejaeger@terbeke.com)

Piet Sanders\*  
CEO  
Tel. +32 9 370 13 17  
\*permanent representative Leading for Growth BV

Yves Regniers°  
CFO  
Tel. +32 9 370 13 17  
°permanent representative ESROH BV

**About Ter Beke**

*Ter Beke is an innovative European fresh food group headquartered in Belgium, which commercializes a wide range of high-quality fresh food products and related services in many European countries. Today, Ter Beke mainly specializes in the production and sale of processed meats and fresh ready meals from 12 industrial sites in Belgium, the Netherlands, France, Poland and the United Kingdom. Ter Beke employs approximately 2,750 people. Ter Beke exists for almost 75 years, is listed as family company on Euronext Brussels since 1986 and realized a turnover of EUR 697 million in 2021.*

More info about Ter Beke can be found on [www.terbeke.com](http://www.terbeke.com).